

OCT4/12 16.19  
\*\*\* WFTV-TV \*\*\*

REP. # \_\_\_\_\_ OFF. # 6556 SALESMAN # \_\_\_\_\_

BUYER NAME ERIN PENNINGTON

SALES PRSN WA- JOE KNAUER

TALLAHASSEE, FL 32301

CLASS:	NATL.	LOCAL	REGIONAL
--------	-------	-------	----------

*Journal of Management Education* 36(8) 907-924  
© The Author(s) 2012  
Reprints and permissions: <http://www.sagepub.com/journalsPermissions.nav>

NOV5/12 WK-2

CITY TAX	STATE TAX	CO-OP BILLING NEEDED	DATE
			OCT4/12 16.19

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

SCOTT PLAKON FOR HOUSE DISTRICT 30

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
1			700A-900A	30		\$2,800.00	10/29	11/2	3		M,W,F	3
PROGRAM : TODAY SHOW												
CON COM1: 1X PER DAY												
2			600P-630P	30		\$4,000.00	10/30	11/1	2		TU,TH	2
PROGRAM : NEWS												
CON COM1: 1X PER DAY												
3			700P-730P	30		\$25,000.00	10/29	11/1	2		M,TH	2
PROGRAM : NEWS												
CON COM1: 1X PER DAY												
4			1100P-1135P	30		\$2,800.00	10/30	10/30	1		TUE	1
PROGRAM : NEWS												

REP HEADLINE# 6364214  
\*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 703 528 7800 FAX# 703 528 7880  
CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT FROM REP  
OCT4/12 16.19  
\*\*\* WFTV-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
5			700A-900A	30		\$2,800.00	11/5	11/5	1		MON	1
PROGRAM : TODAY SHOW												
6			600P-630P	30		\$4,000.00	11/5	11/5	1		MON	1
PROGRAM : NEWS												
7			1100P-1135P	30		\$2,800.00	11/5	11/5	1		MON	1
PROGRAM : NEWS												
OCT/12			\$ .00	NOV/12		38800.00						
CONTRACT TOTAL												38800.00
TOTAL SPOTS												11

COMPETITIVE INFORMATION NOT YET AVAILABLE.

SVC- NSI  
DEMOS- RA35+\*